

Northwest One

Presentation to ANC 6E
June, 2017

Agenda

1. Introduction and Project Team
2. Development Program
3. Project Concept
4. Advantages of our Proposal
5. Conclusion
6. Questions and Answers

Development Team





MRP | REALTY



MRP Firm Overview

- **Deep Experience in DC Residential Development**

- Headquartered in Washington, DC, with a focus on opportunistic and value-add investments
- One of the most active developers in the DC metropolitan area with a strong track-record of success with a proven ability to access off-market / limited-bid deals

- **Proven and Experienced Acquirer, Developer and Operator**

- Since the company's inception in 2005, MRP has deployed \$3.2 billion (total capitalization) in the Washington, DC, metropolitan area – an average of \$280 million per year
- Current interest in 7.6 million square feet of existing or under construction properties – comprised of office (52%) and multi-family (24%), with land interests totaling another 9 million square feet of density
- MRP has a long and successful history of navigating the Washington, DC, Zoning Commission, Historic Preservation Review Board, Board of Zoning Adjustment and other District agencies and bodies to achieve up-zoning and change of use approval

- **Established Track Record of Acquiring and Executing Successful Transactions**

- Trusted by DMPED, WMATA, DCHA, YWCA, ASCO and LMI to execute developments on their behalf

CSG Urban Overview

- **Specialty in Public-Private Partnerships**

- Washington, DC based CBE/SBE Partner
- Minority and woman owned business with over 40 years of experience
- Private sector-minded, with strong local ties to the community to help the community benefit with each development

- **Proven Track Record**

- Significant experience managing complex developments in both public/private sector
- Understands the challenges public and nonprofit entities encounter
- Strategize based on specific policy goals, community concerns, economic impact, financial feasibility, approval process and political support



MRP Mission for Northwest One Site

- **Create affordable housing for low income households within a mixed income framework**
 - 67% of residential units designated as affordable (541 units)
 - 26% of units (211)
 - income less than or equal to 30% AMI
 - 8% of units (64)
 - income greater or equal to 30% AMI
 - 33% of units (266)
 - Income less than or equal to 60% AMI
- **Larger, family sized units**
 - Creating larger units for affordable and market residents
- **Non-residential uses at street level**
 - Add retail and community services to ground floor in building A and building B to create vibrant streetscape on North Capitol St. NW

MRP Mission for Northwest One Site (cont'd)

- **Improved public realm and promotion of opportunities for both active and passive public uses**
 - Reconstruction of historic L Street right of way
 - Continuation of 1st Terrace on Northwest One site from K St. NW to L St. NW
- **Design that fosters connections throughout the site and provides public/communal spaces**
 - Creating extraordinary architecture and open spaces while respecting the adjacent Sursum Corda development

Development Program

- Achieve the goals of the New Community Program by providing Temple Courts replacement units and using the Build First approach to provide new mixed-income units onsite
- Our Proposal contains a total of 807 total units, including ~543 total affordable units

Site Plan



Development Program (cont'd)

- **Approximately 56,511 square feet of non-residential use**
 - Target mix of both neighborhood serving retail and community space based on community outreach during design phase
 - Meet with community to learn which retail, educational, medical and/or workforce development uses are most important
- **Meets or exceeds the New Communities Initiative Guiding Principles**
 - Exceeding the one-for-one replacement NCI requirement
 - Working with HOU to maximize easy transition for Temple Courts residents

Project Square Footage & Unit Summary

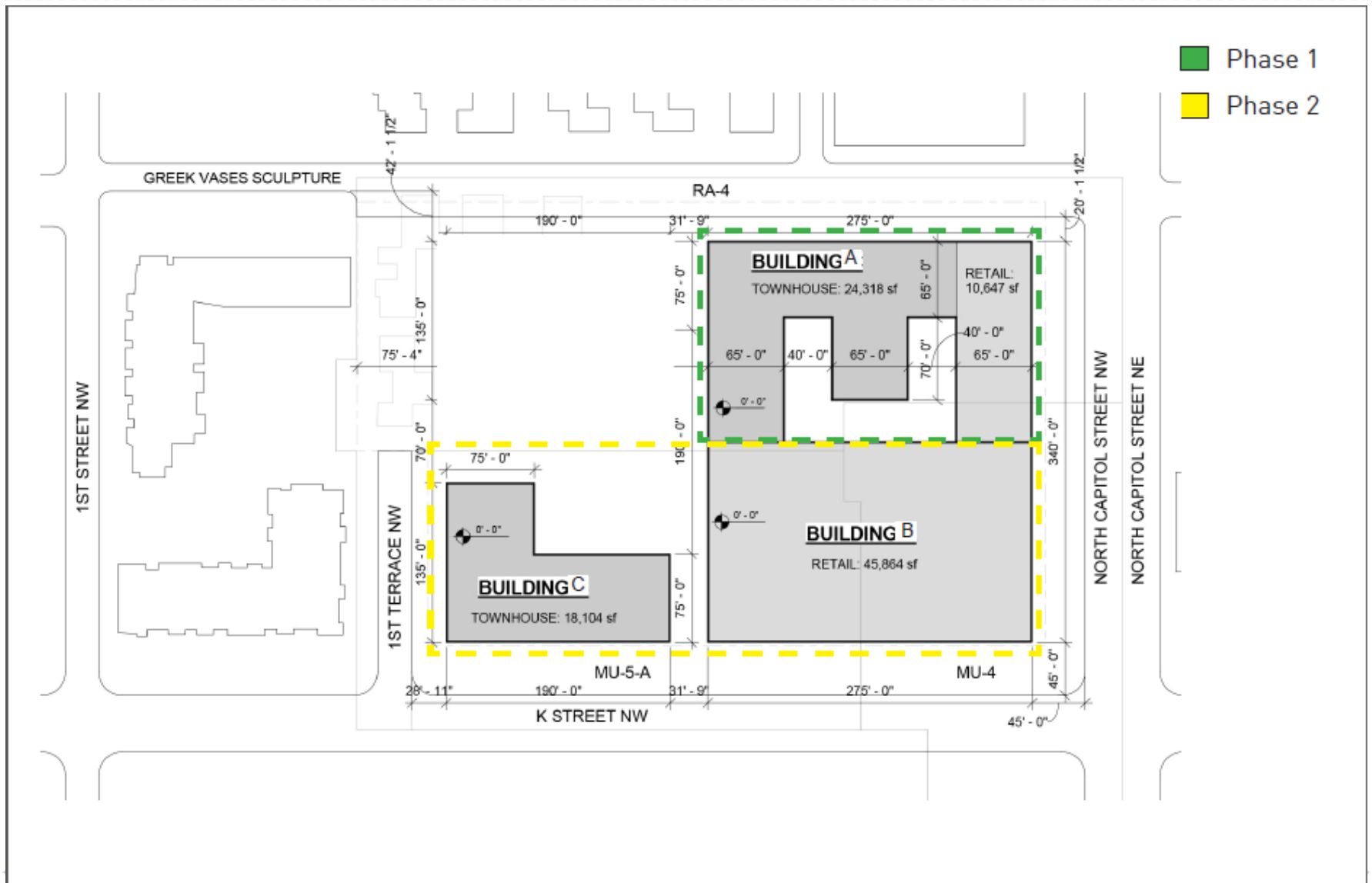
DMPED Base Case Building SF Mix					
Building	Phase	ADU SF	Market SF	Retail	Total
A	1	135,550	58,888	10,647	205,085
B	2	220,675	95,488	45,864	362,027
C	2	107,063	45,413		152,475
Total		463,288	199,788	56,511	719,587

Unit Summary					
Northwest One	Building A	Building B	Building C	Totals	% of Total
Affordable Units	164 units	275 units	125 units	541 units	67%
Market Rate Units	71 units	119 units	53 units	266 units	33%
Total Unit Count	235 units	394 units	178 units	807 units	100%

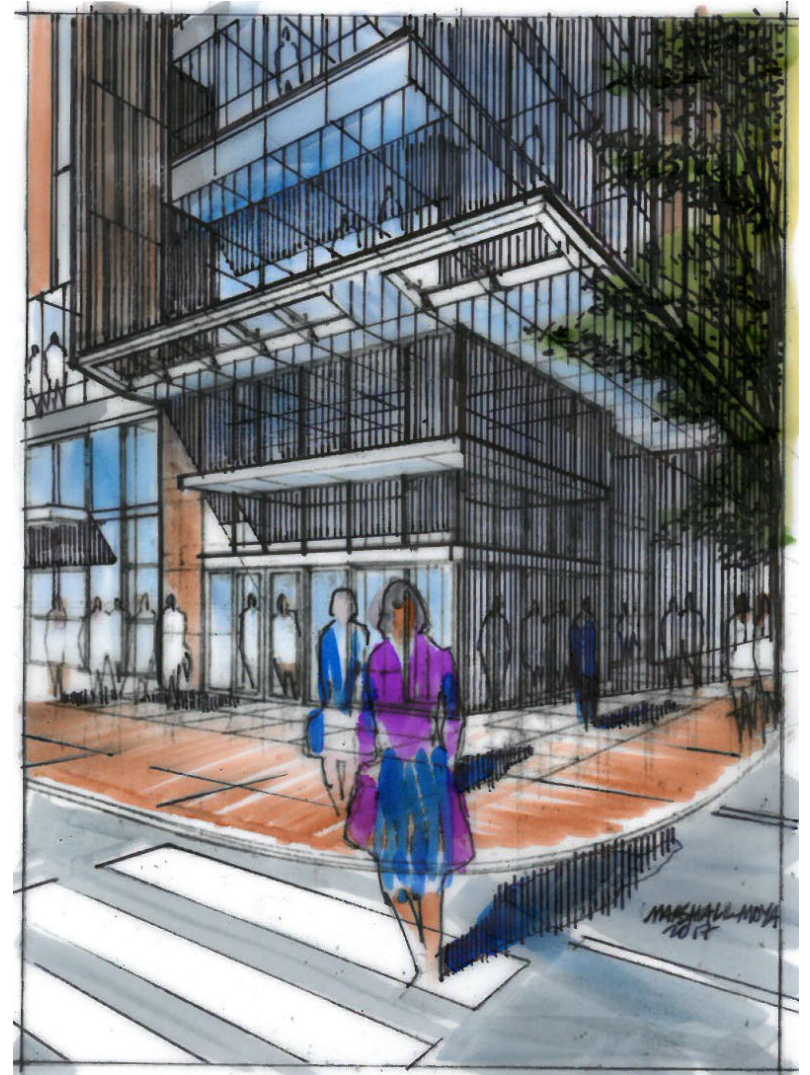
Project Concept Design



Phasing Plan



Main Entrance & Retail Corner



Corner of K St. & North Capitol St.



Unique Benefits from Proposal to DMPED

- **67% of residential units designated as affordable (541 units)**
 - 26% of units (211)
 - income less than or equal to 30% AMI
 - 8% of units (64)
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- **Temple Courts replacement units provided**
- **22 Permanent Supportive Housing Units to be spread across the development**
- **Design synergies with adjacent Sursum Corda to provide cohesive pedestrian friendly developments with ample open space**
- **Expedited First Phase Development through By-Right use**
- **Job training and Human Capital strategy through HOU and DMPED**

Unique Benefits from Proposal to DMPED (cont'd)

- Wood frame developments for Building A which increases land value and decreases subsidy and allows for expedited completion
- 56,511 square feet of retail / community use on NW One site
- Extend 1st Street Terrace NW from K St. NW to L St. NW
- Reconstruction of historic L Street right of way
- Significant amount of temporary and permanent job opportunities for DC residents
- Commitment to contracting opportunities with District based and CBE businesses
- Upon completion a total CBE contract amount of over \$70M
- Human Capital funding annually funded through the project

Conclusion

- **Development plan meets and exceeds the District's goals for surplus land development, creating value for the District and promoting District policy**
 - **Affordable Housing:** 67% ADUs, more than required by District
 - **Permanent Supportive Housing Units:** 22
 - **Local Businesses:** CBE participation in construction
 - **Job Training:** Partnership with HOU
 - **Neighborhood Retail:** +56,500 square feet of non-residential use
 - **Planning Goals:** Extend 1st Terrace NW from K St. NW to L St. NW and reconstruct historic L St. NW
- **Development team provides the greatest certainty of execution**
 - **Experienced Development Team:** Billions of dollars in private and public-private-partnership real estate transactions
 - **Reliable Partners:** Trusted by WMATA, DCHA, YWCA, DMPED and numerous institutional investors to deliver on promises and create lasting value
 - **Credible Offer:** The proposal is executable, based on underwriting rooted in verifiable facts (comps and third-party analysis) which maximizes certainty

Questions

